



Pre-Proposal Conference

Solicitation Number N69450-16-R-0626

Project Name: **REPAIR RUNWAY PAVEMENT AND
LIGHTING
SHERMAN FIELD**

Project Location: **NAS PENSACOLA, FL**



Agenda



Welcome/Introductions
Project Overview
Contractual Background
Steps In the Source Selection
Process
Site Tour
Wrap-Up

Welcome/Introductions

- ♦ Attendance sign in sheet
- ♦ Questions
- ♦ SBA, FBO and SAM Registration
- ♦ Amendments
- ♦ CAUTION -- Today's Q&As are **not** contractually binding.

Contract Overview

- ◆ Design Bid Build
- ◆ Firm Fixed Price Contract
- ◆ Lowest Price Technically Acceptable (LPTA)
- ◆ The contract duration will be 540 calendar days
- ◆ NAICS 237310 Highway, Street, and Bridge Construction ;
Size Standard: \$36.5M

Contractual Background

- ◆ The Solicitation
 - NECO
 - Amendments
 - Questions
 - CAUTION – Today's Q&As are not contractually binding!

Contractual Background (continued)

- The Federal Acquisition Regulations (FAR)
- www.arinet.gov/far
- ♦ Procurement Integrity Act
 - Ethics
 - Standards of Conduct

Steps In the Source Selection Process

1. Project Description
2. Request and evaluate offers
3. Establish competitive range, negotiate, request Final Proposal Revision, re-evaluate
(if necessary)
4. Select Best Value
5. Make Award

Project Description

- ♦ The contractor will be required to repair the runways at NAS Pensacola, FL. Repairs include major electrical vault repair, electrical infrastructure work, grade correction, pavement mill and overlay, airfield lighting, signage and marking for one runway and up to two taxiways, and reconfiguration of the main airfield apron. Clearing, demolition and all other associated work necessary to accomplish the project are to be included.

CLINS

- ◆ CLIN 0001 Base Bid, Repair Runway Pavement and Lighting Sherman Field Naval Air Station (NAS) Pensacola, FL
- ◆ CLIN 0002 Option One, Paved Shoulder Construction
- ◆ CLIN 0003 Option Two, Overrun
- ◆ CLIN 0004 Option Three, Arresting Gear Access Roads
- ◆ CLIN 0005 Option Four, Parking Apron 2 Marking

Period of Performance

- ◆ Period of performance is 540 calendar days from date of contract award, unless otherwise changed via RFP/Solicitation amendment.

◆ Discuss any unique requirements:

- Phasing
- Blue Angel Practice
- Airfield Operational Training

Evaluation

- ♦ Best Value Source Selection: Lowest Price Technically Acceptable
 - FAR Part 15

- ♦ **NON TECHNICAL FACTOR**
 - Price

NON-COST/PRICE (TECHNICAL) FACTORS

- Factor 1 Experience
- Factor 2 Safety
- Factor 3 Past Performance
- Factor 4 Small Business Utilization

Evaluation Factors for Award

1. The solicitation requires the evaluation of price and the following non-cost/price factors.

Non-Cost/Price Factors:

Technical factors :

- ♦Factor 1 Experience
- ♦Factor 2 Safety
- ♦Factor 3 Small Business Utilization
- ♦Factor 4 Past Performance

Evaluation Factors

Non-Technical Factor: PRICE

Provide one (1) original, one (1) copy, and one (1) electronic copy (CD) of the solicitation submittal requirements.

Price shall be considered available for award for 90 calendar days from the price proposal due date.

The Offeror shall submit the following as part of their **Volume I, Price Proposal** in a separate binder(s) from their Non-Cost/Price Factor (technical) proposal.

Evaluation Factors

Evaluation Factor: PRICE

Submittal Requirements:

- ♦Cover letter
- ♦Authorized negotiator's (POC) name
 - ♦POC telephone number
 - ♦POC email address
 - ♦CAGE code
 - ♦DUNS number
 - ♦TIN (taxpayer ID number)
- ♦SF 1442
- ♦The Offeror shall submit their prices using Section 00010 CLIN Pricing
- ♦Bid Bond
- ♦Proof of the Offeror's filled out Representations and Certifications and
- ♦Active and Inactive Exclusions from the System for Award Management (SAM)
- ♦Acknowledgement of amendments (The offer must acknowledge receipt of amendments to the solicitation by giving number and date of each).
- ♦Proof of Vet's 4212 registration

Evaluation Factors

Evaluation Factor: PRICE

♦**Basis of Evaluation** The Government will evaluate price based on the total price. Total price consists of the basic requirements and all option items (see Section B of the solicitation). The Government intends to evaluate all options and has included the provision FAR 52.217-5, Evaluation of Options (JUL 1990) in Section M of the solicitation. In accordance with FAR 52.217-5, Evaluation of Options will not obligate the Government to exercise the option(s). Analysis will be performed by one or more of the following techniques to ensure a fair and reasonable price:

- Comparison of proposed prices received in response to the RFP.
- Comparison of proposed prices with the IGCE.
- Comparison of proposed prices with available historical information.
- Comparison of market survey results.

Evaluation Factors

Non-cost/price (Technical)

- ♦Provide one original, four copies, and one electronic copy (CD) of the solicitation submittal requirements.
- ♦The Offeror shall submit the following as part of their **Volume II, Non-Cost/Price (Technical) Proposal** in a separate binder(s) from their Price Proposal.

The following do not count against the page limitation:

- (1) Cover Letter
 - (2) Index
 - (3) Tab separating Factors
 - (4) Joint Venture Agreements
 - (5) Letters from SBA for approved 8(a) Joint Venture (JV) & Mentor Protégé Agreements.
 - (6) Past Performance Questionnaires or completed CPARS (Past Performance) evaluations.
- ♦NOTE: Teaming Arrangements/ Prime - Sub contractor agreement/ relationship will not be considered.

Evaluation Factors

Factor 1 - Experience

(i) Solicitation Submittal Requirements:

The Offeror shall submit the following information under **Tab 1** of the Technical Proposal Volume II.

(1) Construction Experience:

Submit a minimum of two (2) and a maximum of five (5) construction projects that the offeror completed as the prime contractor and that best demonstrates your experience on relevant projects that are similar in size, scope, and complexity to the RFP. For purposes of this evaluation, a relevant project is further defined as construction of a design-bid-build project to include construction experience on combined airfield paving and airfield lighting projects with a construction value of approximately \$10M and greater. Components of a relevant project shall include at least one project that demonstrates a minimum of approximately 5,000 LF of asphalt paving and at least one project that demonstrates a minimum of approximately 2,000 LF of concrete paving. Highway and road paving project will not be considered. The airfield lighting and electrical infrastructure portion of the project must be valued at approximately \$5M or greater." Projects submitted for the Offeror shall be completed within the past seven (7) years of the date of issuance of this RFP. Projects with an interim rating that are 80% complete may be considered.

Evaluation Factors

Factor 1 - Experience cont.

- ♦ Projects submitted for the Offeror shall be completed within the past seven (7) years of the date of issuance of this RFP.
- ♦ A project is defined as a construction project performed under a single task order or contract. For multiple award and indefinite delivery/indefinite quantity type contracts, the contract as a whole shall not be submitted as a project; rather Offerors shall submit the work performed under a task order as a project.
- ♦ The attached Construction Experience Project Data Sheet (Exhibit 1) is MANDATORY and SHALL be used to submit project information. Except as specifically requested, the Government will not consider information submitted in addition to this form. Individual blocks on this form may be expanded; however, total length for each project data sheet shall not exceed one (1) double-sided page or two (2) single-sided pages.
- ♦ For all submitted projects, the description of the project shall clearly describe the scope of work performed and the relevancy to the project requirements of this RFP (i.e.: unique features, area, construction methods).
- ♦ If the Offeror is a Joint Venture (JV), relevant project experience should be submitted for projects completed by the Joint Venture entity or at least one of the Joint Venture partners. Offerors are still limited to a total of five (5) projects combined.

Evaluation Factors

Factor 1 - Experience cont.

If an Offeror is utilizing experience information of affiliates/subsidiaries/parent/LLC/LTD member companies (name is not exactly as stated on the SF1442), the proposal shall clearly demonstrate that the affiliate/subsidiary/parent firm will have meaningful involvement in the performance of the contract in order for the experience information of the affiliate/subsidiary/parent/LLC/LTD member companies to be considered. The proposal shall state specific commitments of technical resources (e.g. personnel, equipment) that the affiliate/subsidiary/parent/LLC/LTD member companies commit to the performance of this contract. In particular, the proposal will clearly state the specific commitments of resources of the affiliate/subsidiary/parent/LLC/LTD member that will be located at the worksites and company offices in the city/area of the project. The proposal shall also describe specific roles of the affiliate/subsidiary/parent/LLC/LTD member companies in terms of the work it will either self-perform or manage on behalf of the Offeror in performance of the contract. Any projects submitted in excess of the five (5) will not be considered.

Evaluation Factors

Factor 1 - Experience cont.

(b) Basis of Evaluation:

The requirement for acceptability will be based upon the projects submitted by the Offeror in its proposal, the Offeror must have at least two (2) and a maximum of five (5) construction projects that demonstrate ability to construct a project to repair or construct a design-bid-build project to include construction experience on combined airfield paving and airfield lighting projects with a construction value of approximately \$10M and greater. Components of a relevant project shall include at least one project that demonstrates a minimum of approximately 5,000 LF of Asphalt paving and at least one project that demonstrates a minimum of approximately 2,000 LF of Concrete paving. Highway and road paving project will not be considered. The airfield lighting and electrical infrastructure portion of the project must be valued at approximately \$5M or greater. "

Projects submitted for the Offeror shall be completed within the past seven (7) years of the date of issuance of this RFP. Projects with an interim rating that are 80% complete may be considered.

Evaluation Factors

Factor 2 – Safety

(i) Solicitation Submittal Requirements:

The Offeror shall submit the following information on the Safety Data Sheet (Exhibit 2): For a partnership or joint venture, the following submittal requirements are required for each Contractor who is part of the partnership or joint venture; however, only one safety narrative is required. TRC and DART Rates shall not be submitted for subcontractors.

(1) OSHA Total Recordable Case (TRC) Rate:

For the five (5) previous complete calendar years [2011, 2012, 2013, 2014, 2015], submit your OSHA Total Recordable Case (TRC) Rate, as defined by the U.S. Department of Labor, Occupational Safety and Health Administration. If you cannot submit an OSHA TRC Rate, affirmatively state so, and explain why. Any extenuating circumstances that affected the OSHA TRC Rate data should be addressed as part of this element. OSHA TRC rates above 4.0, in any of the previous five years, will be considered UNACCEPTABLE, unless an adequate explanation is provided to address the extenuating circumstances that affected the rate.

(2) OSHA Days Away from Work, Restricted Duty, or Job Transfer (DART) Rate:

For the five (5) previous complete calendar years [2011, 2012, 2013, 2014, 2015], submit your OSHA Days Away from Work, Restricted Duty, or Job Transfer (DART) Rate, as defined by the U.S. Department of Labor, Occupational Safety and Health Administration. If you cannot submit an OSHA DART Rate, affirmatively state so, and explain why. Any extenuating circumstances that affected the OSHA DART Rate data should be addressed as part of this element. OSHA DART rates above 3.0, in any of the previous five years, will be considered UNACCEPTABLE, unless an adequate explanation is provided to address the extenuating circumstances that affected the rate.

Evaluation Factors

Factor 2 - Safety cont.

(b) Basis of Evaluation:

The Government is seeking to determine whether the Offeror has an acceptable safety record. The Government will evaluate the Offeror's overall safety record as evidenced by the TRC and DART rates, if the Offeror's plan includes safety in the evaluation and selection of subcontractors, and if the narrative includes a plan to monitor the safety performance of subcontractors during performance. The evaluation will collectively consider the following:

- OSHA Total Recordable Case (TRC) Rate
- OSHA Days Away from Work, Restricted Duty, or Job Transfer (DART) Rate
- Offeror Technical Approach to Safety

(1) OSHA Days Away from Work, Restricted Duty, or Job Transfer (DART) Rate:

The Government will evaluate the OSHA TRC Rate to determine if the Offeror's OSHA TRC rate is above 4.0 and extenuating circumstances that impact the rates. OSHA TRC rates above 4.0, in any of the previous five years, will be considered UNACCEPTABLE, unless an adequate explanation is provided to address the extenuating circumstances that affected the rate.

(2) OSHA Days Away from Work, Restricted Duty, or Job Transfer (DART) Rate:

The Government will evaluate the OSHA DART Rate to determine if the Offeror's OSHA DART rate is above 3.0 and extenuating circumstances that impact the rates. OSHA DART rates above 3.0, in any of the previous five years, will be considered UNACCEPTABLE, unless an adequate explanation is provided to address the extenuating circumstances that affected the rate.

Evaluation Factors

Factor 2 - Safety cont.

(3) Technical Approach to Safety:

The Government will evaluate the narrative to determine if subcontractor safety performance will be considered in the qualification, evaluation, selection, of all levels of subcontractors on the upcoming project, and both the plan to monitor the safety of those subcontractors during contract performance, highlighting what specific management practices will be in place for providing deliberate safety program management and mishap prevention support to those sub-contractors whose EMR is greater than 1.0, whose TRC is greater than 4.0 and whose DART rate is greater than 3.0. Offerors who fail to address either of these items (i.e. whether the safety performance of subcontractors will be evaluated in the selection process for all levels of subcontractors and whether the safety of those subcontractors will be monitored during contract performance) will be rated UNACCEPTABLE.

Evaluation Factors

Factor 3 - Past Performance

(i) Solicitation Submittal Requirements:

If a completed Construction Contractor Appraisal Support System (CCASS) evaluation is available, it shall be submitted with the proposal for each project included in Factor 1. If there is not a completed CCASS evaluation then submit Past Performance Questionnaires (Exhibit 1) for each project included in Factor 1. The Offeror should provide completed Past Performance Questionnaires (PPQ) in the proposal. Offerors shall not incorporate by reference into their proposal PPQs previously submitted for other RFPs. However, this does not preclude the Government from utilizing previously submitted PPQ information in the past performance evaluation. If the Offeror is unable to obtain a completed PPQ from a client for a project(s)

before proposal closing date, the Offeror should complete and submit with the proposal the first page of the PPQ, which will provide contract and client information for the respective project(s). The Government may make reasonable attempts to contact the client noted for that project(s) to obtain the PPQ information. However, Offerors should follow-up with clients/references to help ensure timely submittal of questionnaires. If the client requests, questionnaires may be submitted directly to the Government's point of contact, Vicki Blankenship at vicki.blankenship@navy.mil and Barbara Czinder at barbara.czinder@navy.mil.

Evaluation Factors

Factor 3 - Past Performance cont.

Offerors may provide any information on problems encountered and the corrective actions taken on projects submitted under Factor 1 – Experience. Offerors may also address any adverse past performance issues. Explanations shall not exceed two (2) double-sided pages (or four (4) single-sided pages) in total.

The Government reserves the right to contact references for verification or additional information. The Government's inability to contact any of the Offeror's references or the references unwillingness to provide the information requested may affect the Government's evaluation of this factor. In addition to the above, the Government reserves the right to obtain information for use in the evaluation of past performance from any and all sources including sources outside of the Government. Other sources may include, but are not limited to, past performance information retrieved through the Past Performance Information Retrieval System (PPIRS) using all CAGE/DUNS numbers of Contractors who are part of a partnership or joint venture identified in the Offeror's proposal, inquiries of owner representative(s), Federal Awardee Performance and Integrity Information System (FAPIIS), Electronic Subcontract Reporting System (eSRS), and any other known sources not provided by the Offeror.

Performance award or additional information submitted will not be considered.

Evaluation Factors

Factor 3 - Past Performance cont.

Basis of Evaluation:

This evaluation focuses on how well the Offeror performed on the relevant projects submitted under Factor 1 – Experience and past performance on other projects currently documented in known sources. Based on the Offeror’s performance record, the Government has a reasonable expectation that the Offeror will successfully perform the required effort, or the Offeror’s performance record is unknown.

The Government will consider the currency and relevance of the information, the source of the information, context of the data, and general trends in the Contractor’s performance. This evaluation is separate and distinct from the Contracting Officer’s responsibility determination.

In the case of an Offeror without a record of relevant past performance or for whom information on past performance is not available or so sparse that no meaningful past performance rating can be reasonably assigned, the Offeror may not be evaluated favorably or unfavorably on past performance. Therefore, the Offeror shall be determined to have unknown past performance. In the context of acceptability/unacceptability, “unknown” shall be considered “acceptable”.

Evaluation Factors

Factor 4 - Small Business Utilization

Factor 4 consists of two Subfactors, 4A, Past Performance in Utilization of Small Business Concerns, and 4B, Small Business Participation. The evaluation of Subfactors 4A and 4B are of equal importance to the determination of Factor 4 Rating.

Definitions: “SB” as used herein, is intended to include Small Business concerns, Small Disadvantaged Business concerns (SDB), Women-Owned Small Business concerns (WOSB), Historically Underutilized Business Zone Small Business concerns (HUBZone), Veteran-Owned Small Business concerns (VOSB), and Service-Disabled Veteran-Owned Small Business concerns (SDVOSB). All small business programs are self-certifying programs with the exception of HUBZone certifications, see HUBZone SB Certifications below. Small Business Program requirements and definitions may be found in the Federal Acquisition Regulations (FAR), Part 19.

Evaluation Factors

Factor 4 - Small Business Utilization cont.

HUBZone SB Certifications: Offerors are reminded that HUBZone SB concerns must obtain formal certification from the Small Business Administration (SBA) if they expect to receive the evaluation benefits associated with the HUBZone SB programs either as a prime or subcontractor(s). For more information on the HUBZone SB certification requirements and available benefits, contact your local SBA representative. Certified HUBZone SB firms are listed on the U.S. Small Business Administration's Dynamic Small Business Search (DSBS) website at http://web.sba.gov/pro-net/search/dsp_dsbs.cfm. It is the responsibility of the prime contractor to periodically check the DSBS as certifications are subject to change.

Evaluation Factors

Factor 4 - Small Business Utilization cont.

SUBFACTOR 4.A - PAST PERFORMANCE IN UTILIZATION OF SMALL BUSINESS CONCERNS

(i) Solicitation Submittal Requirements: Proposals that do not include responses addressing ALL elements of the requirements stated below (a. through d.) must include an explanation why that element is not addressed.

a. Provide performance evaluation ratings (i.e., SF1420, DD2626, or equivalent) obtained on the implementation of small business subcontracting plans for all of the offeror's projects referenced under Factor 4 Past Performance. Recently completed project evaluations are desired, however, in the absence of recently completed project evaluations, interim ratings for projects that are 80% complete may be considered. If more than five evaluation ratings are provided, only the first five will be considered. In addition, the Government may consider past performance information on other projects as made available to the Government from other sources (such as the Contractor Performance Assessment Reporting System (CPARS)).

Evaluation Factors

Factor 4 - Small Business Utilization cont.

- b. Provide small business subcontracting history. Large businesses with Federal prime contracting experience shall provide final or current Subcontracting Report for Individual Contracts (SF294) or Individual Subcontracting Reports (ISR's) on prime (only) contracts submitted under Factor 3, Past Performance. If Factor 3-submitted contracts are not prime contracts, submit SF294s or ISRs for contracts of similar scope performed as the prime contractor. If goals were not met on any submitted contracts, an explanation for each unmet goal is required. Large Businesses with no documented SF294/ISR history shall submit a subcontracting history on Exhibit (4), Small Business Past Performance. If more than five (5) reports are provided, only the first 5 reports will be considered
- c. Small Business proposers shall provide a subcontracting history on Exhibit (4), Small Business Past Performance.

Evaluation Factors

Factor 4 - Small Business Utilization cont.

d. If an Offeror is utilizing past performance information of affiliates/subsidiaries/parent/LLC/LTD member companies (name is not exactly as stated on the solicitation), the proposal shall clearly demonstrate that the affiliates/subsidiaries/parent/LLC/LTD member companies will have meaningful participation of all members in the management of the subcontracting program/plan by identifying the personnel or resources from the member companies that will be dedicated to managing the plan, and an organization chart which demonstrates the reporting chain within the membership.

If the Offeror is a Joint Venture, Partnership, LLC or other entity consisting of more than one entity, provide past performance information, elements a. through d., for each individual business entity(ies) that will be responsible for managing the subcontracting program/plan.

Evaluation Factors

Factor 4 - Small Business Utilization cont.

Proposals including information on any of the following additional elements may be rated higher, based on the evaluated extent to which the information addresses the basis of evaluation in paragraph (ii):

- a. Provide information on national-level, and industry-issued awards that offerors received for outstanding support to SB concerns within the past five (5) years. Include purpose, issuer, and date of award(s). National and industry-issued awards received beyond five (5) years will not be considered.
- b. Provide information on previous, existing, planned or pending mentor-protégé agreements (MPA) under any Federal Government, or other, program held within the last five years. Information should include, at a minimum, the members, objectives, period of performance, and major accomplishments during the MPA.
- c. Provide information on past use of Community Rehabilitation Program (CRP) organizations certified under the AbilityOne Program by SourceAmerica, or the National Industry for the Blind (NIB). Information should include the contract type, type of work performed, period of performance, and number of employed severely handicapped persons.

4.A (ii) Basis of Evaluation:

The extent to which the proposal demonstrates the proposer's level of past performance in utilizing Small Business (SB) concerns, AbilityOne, Mentor-Protégé Agreements, and other socioeconomic programs, as defined in FAR Parts 26.1 and 26.2, in subcontracting, and in meeting established Small Business subcontracting goals.

Evaluation Factors

Factor 4 - Small Business Utilization cont.

SUBFACTOR 4.B - SMALL BUSINESS PARTICIPATION

(i) Solicitation Submittal Requirements:

Identify in terms of dollar value and percentage of the total acquisition, the extent of work you will perform as the prime contractor. If submitting an offer as a Joint-Venture, identify the percentage of work each member will be responsible for and indicate the size status of each member, e.g., LB, SB, SDB, WOSB, HUBZone SB, etc.

If you are a Large Business, submit a Small Business Subcontracting Plan for this project in the format provided in Exhibit (5) for this factor, to include all information required in the attachment. If you are a Small Business, submit a subcontracting participation breakdown in the format provided in Exhibit (6) for this factor. All proposers: To demonstrate commitment in using small business concerns, the Small Business Subcontracting Plan or subcontracting participation breakdown may list all subcontractors by name. If the proposed Small Business Subcontracting goals do not meet the minimum NAVFAC Small Business Subcontracting Targets, include a detailed explanation describing the actions taken to arrive at that determination, along with an explanation for the goals that actually were proposed. For proposals submitted on design-build solicitations, the proposer must identify its designer/design team in its Subcontracting Plan or Small Business Participation Breakdown.

Firm commitments to subcontract to multiple companies: The Offeror may provide a demonstration of commitments in planned subcontracts by listing multiple names of companies that will be used to support specific small business category (i.e., SB, SDB, WOSB, HUBZone SB, VOSB and SDVOSB).

Evaluation Factors

Factor 4 - Small Business Utilization cont.

4.B (ii) Basis of Evaluation:

The following will be evaluated on all proposals:

- a. The extent to which the proposal demonstrates maximum practicable participation of SBs in terms of the total value of the acquisition, including options.
- b. The extent to which the proposal demonstrates a commitment to use SB concerns that are specifically identified in the proposal, including but not limited to use of mentor protégé programs.
- c. The extent to which the proposal demonstrates SB participation in a variety of industries expected during the performance of work.
- d. The realism of the proposal to meet the proposed goals.

Evaluation Factors

Factor 4 - Small Business Utilization cont.

The following will be evaluated on proposals submitted by Large Business firms:

a. The extent to which the proposal provides Small Business Subcontracting goals that meet or exceed the minimum NAVFAC Small Business Subcontracting Targets, and utilization of AbilityOne CRP organizations. Proposals that provide goals exceeding the NAVFAC Subcontracting Targets may be rated higher. The proposed goals and NAVFAC Subcontracting Targets are expressed as a percentage of total subcontracted values. The minimum NAVFAC Subcontracting Targets are as follows:

	FY2016
SB	65%
SDB	15%
WOSB	15%
HUBZone	6%
VOSB	5%
SDVOSB	5%

Evaluation Factors

Factor 4 - Small Business Utilization cont.

b. The extent to which the proposer's Small Business Subcontracting Plan establishes reasonable efforts demonstrating the subcontracting targets can be met during the performance of the contract:

A copy of the blank forms to be used for offeror submission of Small Business Utilization are included as follows:

Exhibit 4 - Small Business Past Performance

Exhibit 5 - Small Business Subcontracting Plan

Exhibit 6 - Small Business Offeror Small Business Participation Breakdown

Establish Competitive Range, Negotiate, Request Final Proposal Revision, Re-evaluate (if necessary)

- ♦ Review technical and price proposals
 - Evaluate based on all evaluation criteria in RFP
- ♦ Establish competitive range - if necessary
- ♦ Conduct negotiations - if necessary
 - Discuss all weaknesses and deficiencies
- ♦ Request Final Proposal Revisions - if necessary
- ♦ Re-evaluate
- ♦ Recommend Best Value proposal to SSA

Select Best Value

- ◆ Source Selection Authority determines Best Value
 - Independent decision
 - Comparative assessment against all evaluation criteria
 - Document decision

Make Award

- ◆ Notification of award to successful and unsuccessful Offerors
- ◆ Debriefing to successfully and unsuccessfully Offerors (if requested by Offeror)

RFP / SOLICITATION AMENDMENTS

Amendments will be posted on the NECO website:
[Https://www.neco.navy.mil](https://www.neco.navy.mil)

It is the offerors responsibility to review NECO for amendments. The Government will not be providing amendments directly to firms/offerors.



Site Tour

Wrap-Up

Questions?

❖ Points of Contact

- ❖ Vicki Blankenship– vicki.blankenship@navy.mil
And
- ❖ Barbara Czinder – Barbara.Czinder@navy.mil

Remember - the solicitation remains unchanged
unless
an amendment is issued.



Wrap-Up

Thank you for your participation in
today's Pre-Proposal Conference!